



*Chemise Smith
Small Business Liaison Officer*

How to Find Large Prime Contractors and Mentor



STINGER
GHAFFARIAN
TECHNOLOGIES

NASA HBCU/MSI Technology Infusion Road Tour

Tennessee State University

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SGT PRIMARY PROGRAMS

Core Competencies:

Performing work: *(Highly recognized for Engineering Services)*

- Engineering: Spacecraft, Systems and Instruments, Software engineering, systems engineering and integration
- Scientific Analysis: Orbital and Global Climate Change Analysis
- Mission Operations: Human spacecraft and weather Operations
- Information technology: Cyber Security, Enterprise Computing

Supports (7) NASA centers:



Ames, Glenn, Goddard, JSC, Kennedy, Langley, and Stennis

Additional Federal Clients: Dept. of Transportation/FAA, Dept. of Interior, Department of Defense, GSA, and National Oceanic and Atmospheric Admin (NOAA)

- **SGT PURCHASES:**
 - ☐ *Space Flight Hardware and Software*
 - ☐ *Mechanical Hardware*
 - ☐ *IT Software Maintenance and Hardware*
 - ☐ *Engineering Services*
 - ☐ *Information Technology Services*

- **HBCU/MI Expertise for teaming opportunities:**
 - ☐ *Masters to PhD level staff support*
 - ☐ *Computer Scientist*
 - ☐ *System Engineers*
 - ☐ *Software Developers*

How to Find a Prime Contractor and Mentor

*Achieving Results . . .
Exceeding Expectations*

Initial Preparation:

- ***Establish your strategy and direction. (i.e., Identify core technology strengths, types of opportunities seeking)***
- ***Prepared Capability Statement***
- ***Research and identify Primes – expertise is aligned with large business (LB) Prime's contract requirements***
- ***Contact LB Prime SB Office for an introduction to Business Development team***
- ***Increase visibility with LB Primes by:***
 - *Participating in conferences within your specific core areas of expertise to showcase your capabilities. (i.e. R&D, Technology focus events)*
 - *Ensure Capability Statement and contact information is accessible for LB Primes to contact you. (i.e. website)*



Initiating a Mentor Protégé Relationship

Criteria for consideration as Subcontractor/ Protégé :

- Prepare a need assessment to determine the strategy and expectation of the MP Agreement
 - *Development plan and milestones*
 - *Responsible Leads*
 - *Long term goals*
- Commitment from Mentor and Protégé
- Relevant technology work and **successful past performance** that supports the mission of the client
- Niche capabilities specific to the Prime's programs
- Work history with the LB Prime demonstrating pass performance
- Ability to properly manage staff for remote assignment (client site) stay active and engaged

Final Thoughts:

- ☐ *Target LB Primes that share similar technology expertise and commitment to the mission critical needs of our customers*
- ☐ *Contact LB Prime Small Business Program Office*
- ☐ *Identify opportunities early on **before** teams are formed*
- ☐ *Remain active in participating in conferences, to introduce and capabilities*
- ☐ *Become a valuable teaming by partner participating in the recruiting process, play an active role, and stay in engaged*
- ☐ *Use FedBiz opps @ <https://www.fbo.gov/> as a resource for contact information and for locating future opportunities*
- ☐ *Check agency website for list of large Prime Contractors*



Chemise Smith

csmith@sgt-inc.com

www.sgt-inc.com

Thank you!!